

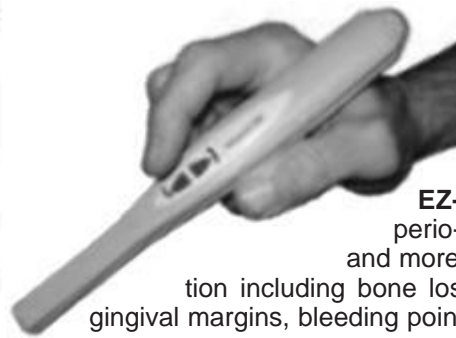
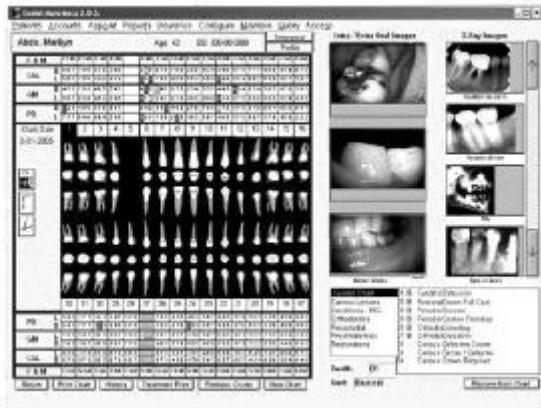
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Broker/Owner

### FRESNO COUNTY

**FRESNO COUNTY #1** - (3) op G.P. Only private dentist in smaller town. 2006 collections approx. \$375K on 3-4 days/wk. Mixed pt. base. Low overhead. **PRICE REDUCTION. SELLER SAYS MUST BE SOLD BY END OF JUNE '07.**

**FRESNO COUNTY #3** - South county. Computerized G.P. & condo for sale. (4) ops. Nice equipt. Mixed pt. base. Gross \$500K+/yr. **SOLD**

### KERN COUNTY

**BAKERSFIELD #16** - (5) op computerized G.P. in a shop ctr with major anchors. Busy ctr with lots of foot traffic. Excellent exposure/visibility. Cash/Ins/PPO/Denti-Cal. 2006 Gross Collect approx. \$500K on (4 1/2) day wk. **SOLD**

**BAKERSFIELD #17** - (3) op computerized G.P. Shop. ctr. location w excellent exposure/visibility. (2) ops eq't'd, 3rd plumbed. Gross Collect. \$300K+/year on 3-3 1/2 days/wk. Cash/Ins. only! Could double pract. by keeping referrals in house. Sale includes all Acc't Rev. for immediate Buyer cash flow. **SOLD**

### LOS ANGELES COUNTY

**ANTELOPE VALLEY** - (3) op computerized G.P. located in a shop ctr. with excellent exposure & visibility. Recently remodeled. New equipment. Cash/Ins/PPO/Denti-Cal. Collect \$450K+/yr. on (3) days per week.

**BELLFLOWER** - (5) op computerized G.P. in a strip center w excellent exposure/visibility/signage (4) eq't'd ops, 5th is plumbed. (1) yr new Belmont eqt. Easy Dental s/w, intra oral camera, & Zoom light. Open one yr & is just starting to reach it's potential. Mixed pt base. Mos. Cap ck is approx. \$1,000/mos. Office is primed and ready to take off. **NEW**

**EAST SAN GABRIEL VALLEY** - (4) op computerized turnkey office in free standing bldg. Excellent exposure! Leaseholds & equipment. No charts. **NEW**

**ENCINO #2** - a "Beverly Hills" quality G.P. Recently remodeled & is gorgeous. (5) fully eq't'd ops; 6th op is plumbed. Computerized, intra oral camera, zoom & Pano eq't'd. Cash/Ins. with some PPO's. 2006 Gross collections approx. \$600K.

**ENCINO #3** - (4) op computerized G.P. (3) ops eq't'd w new Belmont eqt, 4th op plumbed. In a prof. bldg. Digital x-rays, Zoom light, computerized ops, intra oral camera, etc. Gross collect \$800K+/yr on a (4) day wk. Mixed pt. base. **NEW**

**HAWTHORNE** - (4) op computerized G.P. (3) ops Eq't'd. (1) plumbed. Mixed pt. base. Approx. (40) new pts./mos. Gross Collect. \$500K+/yr. \$5K+/mos Cap cks.

**LOS ANGELES** - (6) op computerized Pedito/Ortho office located in a prestigious, well know & located medical/dental bldg. Cash/Ins/PPO only. Pano/Seph eq't'd. Gross Collections approx. \$600K/yr on (4) Pedito/G.P. & (2) Ortho days/wk. Buyer need not be M.S./Pedito Certified. **NEW**

**SAN GABRIEL VALLEY** - (4) op computerized G.P. & medical/dental bldg. for sale. G.P. is a one year old startup with mixed pt base. There is approx \$1,100/mos in Cap checks. Bldg. is 6,000+ sq ft & has (4) units. One unit is the DDS office. Here's your chance to buy a new, growing practice & a bldg; plus be a Landlord, instead of paying rent to one. **NEW**

**VALENCIA #1** - (3) op turnkey office with some pts. Equipt is newer. Office is pano equipped. Cash/Ins/PPO. Acc't Rev. (A/R's) included for buyer cash flow.

**YAN NUYS** - (3) op computerized G.P. Cash/Ins/PPO/HMO/Denti-Cal patient base. Annual Gross collections \$260K-\$360K on (2) days per week. (30-40) new patients per mos. Located in a freestanding bldg on a main St. **NEW**

### RIVERSIDE COUNTY

**SOUTHWEST RIVERSIDE COUNTY** - Several Medical/Dental Bldg. & condo listings available. Call for specifics. **NEW**

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### SANTA BARBARA COUNTY

**SANTA BARBARA ORTHO PRACTICE & CONDO** - (3) op open bay Ortho office & light and bright office condo for sale. Computerized office. Pano/Seph eq't'd. Annual Collections approx. \$360K/yr on a (2) day week. (7-9) new starts/mos. Low overhead/high net. Could be much busier. Seller stretched to thin with two other offices. Seller transition available. **NEW**

**SANTA BARBARA** - (3) op G.P. located in a smaller prof. bldg. Recently remodeled. Collections for last (12) mos approx. \$350K on a (3-4) day week. Ave. (15-25) new patients/mos. Excellent new patient advertising campaign in place. Lower overhead office. Seller transition available. **NEW**

### SAN BERNARDINO COUNTY

**UPLAND** - Gorgeous buildout with state of the art eq't'd. (3) op computerized G.P. in a shop ctr. New/newer equipt. Computerized & networked ops & digital x-ray equipped. Turnkey with some bonus charts. **SOLD**

### SAN DIEGO COUNTY

**EAST SAN DIEGO COUNTY** - (3) op computerized G.P. located in a shop. ctr. in a high growth area. Collect. \$420K+/yr. Cash/Ins/PPO pt. base. **NEW**

**LA MESA #1** - (5) op computerized G.P. Newer eqt. including digital X-rays & Pano, Dentrix s/w, a Sapphire light, & an intra oral camera. Cash/Ins/PPO. 30+ new pts/mos. 2006 Collections approx. \$1.1M on a 3 1/2 day wk. **SOLD**

**LA MESA #2** - (3) op computerized G.P. (2) ops eq't'd. 3rd partially eq't'd. Strip Ctr. location with exposure and visibility. Collect \$150K-\$200K/yr p.t. Cash/Ins/PPO. **NEW**

**NATIONAL CITY** - (3) op turnkey office; no charts. In a free standing bldg. Excellent exposure/visibility. New eqt. Opp. for bldg. purchase. **NEW**

**POWAY** - (3) op computerized G.P. in a freestand bldg. in a shop ctr. Turnkey office (no charts) w brand new eqt including digital x-rays, Zoom light, computerized ops, intra oral camera system w docking stations, ADEC free standing steril system, etc. Sale includes an active phone # & yellow page ad. **NEW**

**SAN MARCOS #1** - A Dentist's Dream! Build to Suit duplex building for sale. Corner lot location with signage, visibility, and parking. Build out your dental office in one unit & lease out the other.

### SAN LUIS OBISPO COUNTY

**ARROYO GRANDE** - (4) op G.P. office for sale. Cash/Ins/PPO. Gross collect \$500k+/yr. Seller retiring. **SOLD**

### VENTURA COUNTY

**CAMARILLO** - (4) op turnkey office located in a shop ctr. Being sold as a turnkey with some bonus charts. Priced below buildout & equipt cost. **SOLD**

**THOUSAND OAKS** - (4) op G.P. in a medical/dental bldg. Only D.D.S. in bldg. Many referrals available from M.D.s/Rx. Cash/Ins/PPO. Annual Gross \$80-90K p.t. Low overhead/high net. Great starter or second office. **NEW**

**MOORPARK** - (4) op computerized G.P. in smaller prof bldg. Intra oral camera & Casey Ed. System. Pt. base mostly Cash/Ins & PPO w a small amt. of Denti-Cal. Collects \$10K-\$15K/mos p.t. Moorpark is booming. A f.t. D.D.S. will make this pract. skyrocket! **PENDING**

**OXNARD #2** - Pride of Ownership G.P. & Condo for sale. 1,209 sq ft condo & start-up pract. (3) op office; (2) ops fully eq't'd w new ADEC eqt, 3rd plumbed. Computerized, intra oral camera & sapphire light eq't'd. Initial launch completed. Office is ready for a Buyer to take over & build their ideal pract. Own your own pract. & real estate. Combined price below \$350K. **NEW**

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**PRACTICE FOR SALE** #3051 - Monterey Park- HMO G.P.- Est. 40 yrs. 1350 sq. ft- 5 Ops, Gross 1.1 million, 4 days Hygiene- 100 plus New patients/month. Young D.D.S. can net \$400k, maybe \$500k first year. Full price \$1,000,000.00. Call P.P.S (714) 832-0230.

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**SAN DIEGO-VISTA**-Excellent Opportunity to acquire 18 year young FFS and Insurance **GENERAL** Practice, situated in bustling residential/retail area. Located in retail center just off freeway 78 exit. 4 fully-equipped Ops in 1300 sq.ft. Pan, IO Camera, Dentrix. Offered for 450K.

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**PRACTICE FOR SALE** #3050 – EMERGENCY - Rancho Santa Margarita-New Shopping Center 3,000 sq. ft start up. Lots of Options-Pedo; Ortho, 10 Ops, plus Medical Spa- P.T. Grossing \$30k- Call P.P.S. (714) 832-0230.

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**BAKERSFIELD**-1st floor office with sign & visibility in strip center. 3 ops plus x-ray room. Some advertising. 1/3 Private; 1/3 cash; 1/3 Denti-cal. Income \$30k/month.

**BUENA PARK**-Mall location; low overhead with seller working part-time. No advertising. Practice needs motivated, active, promotion-oriented buyer!

**BURBANK #1**-Free standing building 3 ops. Office & facility like-new. Ample parking. Excellent visibility, sign and walk-ins. Must see!

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**BURBANK #3**-Long-established private practice with over 40yrs of goodwill. Revenues exceed \$300k annually. Conservative Seller works part-time – no advertising.

**CHINO**-Free standing building with excellent visibility, sign and walk-ins. Seller Retiring. Seller working part-time. 5 ops with 3 rooms fully equipped.

**COMMERCE**-Busy shopping center location. Good visibility. Seller has another and working here limited sched. 5 ops fully equipped.

**EL MONTE**-5 fully equipped ops. Revenues exceed \$700k. Shopping center location. Income increasing each year. Over 40 walkins per month. Too many patients!

**GLENDALE**-Private practice in shared facility with 50 years of goodwill; 30K/per month, 3 ops.No DentiCal or Capitation; Can be merged into existing practice or operated as is.

**HAWTHORNE**-Mature practice with excellent visibility. Modern equipment. 3 ops with room for expansion. On major boulevard. Mostly private practice.

**HERMOSA BEACH**-Rare beach community practice with 20+ years of goodwill. 4 ops with views of the ocean. Modern facility. Must see!

**LOS ANGELES**-Store-front office with sign exposure on 2nd floor of shopping center. 3 ops like new. Seller working limited sched. Very low expenses.

**LOS ANGELES (East)**-Walkin traffic; Hispanic Area; Ample Parking. Next to High School. Large Sign. Free Standing Building. Multi-Specialty Opportunity.

**MONTEBELLO**-Shopping center 1st floor location. 15+ years of goodwill. Revenues over \$20K/month. Very low overhead. Priced to move quickly.

**NORTH HOLLYWOOD**-3 ops with sign exposure. Over 14 years. Low expenses. Ideal as a starter practice. Busy area.

**NORTH HOLLYWOOD**-Busy shopping center on Lankershim Blvd. 1st floor location. 2 ops equipped; plumbed for 4 ops. Very active center. Priced under \$260k.

**POMONA**-Busy 1st floor practice. Established over 10 years. Walkins & referrals only. Low overhead. Revenues of over \$50k/month. Transition available.

**RIVERSIDE**-Strip center location. 3 ops fully equipped. Clean office ready to go to next level with right buyer. Revenues exceed \$25k/month.

**SAN DIEGO**-Downtown practice for sale in professional building. Established over 20 years. Seller relocating. 3 ops plus hygiene room. Seller transition available.

**SAN FERNANDO VALLEY**-Strip center with sign exposure. Well equipped office with 3 ops plus separate x-ray room and private office. Low rent rate. Ideal starter.

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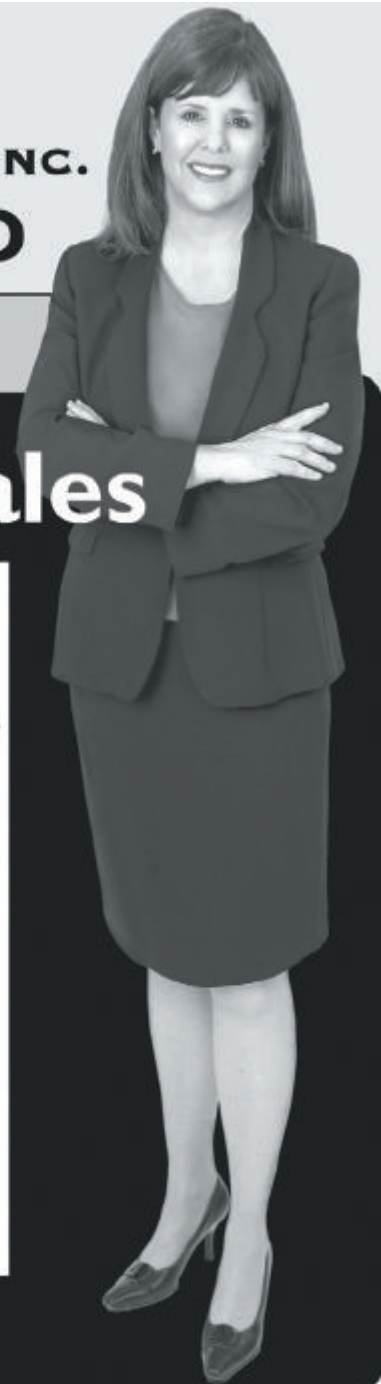


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### BAY AREA

**A-2984 BAY AREA** - Dentist interested in sharing dental office. Great opportunity for a dentist who desires to practice in a state of the art facility. **Call for Details**

**A-494 MILL VALLEY** - Newly listed, 3 op of office w/approx 900 sf. **Call for additional details!**

**A-497 SAN FRANCISCO** - GP Stonestown. Collections of \$175k! 1120 sf office w/ 2 fully equipped op - Room for 2 add'l ops. Mix of insured/PPO Patients. **\$100k**

**A-515 GLEN PARK/DIAMOND HEIGHTS AREA** - NEW State of the Art GP. 1,100 sf, 3 ops. **\$205k**

**NEW! A-5281 SAN FRANCISCO** - FACILITY ONLY—3 ops, 1230 sf. Call for Details! **\$75k**

**NEW! A-534 MILL VALLEY** - GP, 1100 sf, 3 ops, solid patient base near shopping, banking & schools. Call for more information. **\$410k**

**NEW! A-538 DALY CITY** - GP, FFS practice w/3 ops and 922 sq ft. Near Serramonte Shopping. Well Established. **\$350k**

**B-2968 SAN PABLO** - Great Starter practice, 100% private/ins patients. Office has 4 ops, 1450 sf. Real Estate also available. **\$65k**

**B-453 OAKLAND**— Long established Modern equipped 4 ops, Ins/Pvt Pay/PPO nets close to \$200k. **\$310k**

**B-2975 EAST BAY** - Part of group practice, 33 years of goodwill, 3 Fully equipped, + 1 hygiene, 3 - 4 Doctor Days worked per week, 2 Days of hygiene per week. **\$550k**

**B-467 EAST BAY**- 50% interest in practice, grosses in the \$800k range. **\$385k**

**B-4711 OAKLAND** GP in 1988 sf 4 fully equipped op downtown location. Gross in the high \$500k range. **\$290k**

**B-4911 CENTRAL CONTRA COSTA** - 1106 sf, 3 op GP office in excellent location **\$230k**

**B-501 OAKLAND**- GP Downtown location, long established w/ collections of \$540K +. Insured/Cash Only. Fully equipped 3.5 ops w/ rm for 1 add'l op **\$350k**

**C-464 CENTRAL MARIN** - GP, Long estab, Seller retiring. Collections of \$731K in 2005. Ins/cash pts only. 4 op office. Prime centralized location. **\$500k**

**C-510 FAIRFIELD** - GP, 3 op office near shopping and hospital. **\$225k**

### BAY AREA CONT.

**C-2964 SOLANO COUNTY** - GP with nearly 3,000 sf office, 6 ops plumbed for 2 add'l. **\$820k**

**NEW ! C-537 EAST BAY** - GP, 3400 sf w/7 fully equipped ops. 30 yrs of goodwill in this historic downtown area. **\$950k**

**NEW ! C-539 SANTA ROSA** -GP, strong patient base. 4 ops, 1500 sf sophisticated décor **\$510k**

**NEW ! C-541 HEALDSBURG** -GP, 1200 sf, 3 ops. Small town charm in heart of downtown. **\$75k**

**D-437 FREMONT**- Practice in one of the nicest Prof. Bldgs in Fremont! Beautiful operatory views of golf course. **\$295k**

**D-2939 SAN JOSE NEAR EASTRIDGE**—1600 sf w/ 5 ops. 3 year avg collections \$858K. 3 dr days w/4 hyg days. **\$500k**

**D-489 HOLLISTER** - GP, 1800 sf, 3 ops - plumbed for 2 add'l. In the heart of downtown **\$280k**

**D-474 LOS ALTOS**- Facility/asset sale. 2100 sf 6 ops. **\$225k**

**D-502 HAYWARD** - Well est. GP w/ coll. of \$484k in '06. Mostly insured/Cash patients. Refers out all Endo. 3 fully equipped ops. **\$275k**

**D-504 CARMEL** - 860 sf, 3 op facility now available. Ready to move in. **\$75k**

**NEW! D-536 SAN JOSE** - GP, 1200 sf, 3 ops, plumbed for additional op. Located in busy strip mall area. Private Pay, PPO & some Healthy Families. **\$295k**

### NORTHERN CALIFORNIA

**E-478 SO. SACRAMENTO** - GP, near I-5 pocket area, seller retiring. Approx 1500 sf w/4 ops. Collections of \$327k in 2005. **\$175k**

**E-495 SACRAMENTO/FOOTHILLS AREA** - Large GP, 4000 sf, 14 op office in highly visible neighborhood. **\$625k**

**E-428 SACRAMENTO**— Long established GP, located in 1045 sf 3 op office. **\$350k**

**E-420 SACRAMENTO**— GP, Prime W. Sac shopping center location. Mixture of private pay, indemnity and PPO Plans. 4 ops, collections of \$485K. **\$300k**

**E-487 GREATER SACRAMENTO** - GP w/3 fully equipped ops in Medical/Dental Professional bldg. Gr. Repts in \$300k range. **\$195k**

**E-460 ROSEVILLE**— GP, Large capitation practice w/ Gross Receipts at \$1.8 mill. **Reduced to only \$800k**

### NORTHERN CALIFORNIA CONT.

**E-484 SACRAMENTO/CITRUS HEIGHTS**— GP, 1100 sf office w/ 2 fully equipped ops. Mostly HMO patients. **ONLY \$70k**

**E-506 SACRAMENTO**— Long Est. GP Coll'd \$658K in 2006. Busy area near major shopping center. **\$375k**

**NEW! E-521 ROSEVILLE** - Facility Only in growing Roseville area. 1080 sf, 4 fully equipped ops in dental professional bldg. **Call for details!**

**NEW! E-523 PLACERVILLE** - GP, 4 ops now available. **\$130k**

**NEW! E-524 SACRAMENTO** - GP, 8 ops, well established. Coll. in '06 exceed \$1.5m. **\$995k**

**NEW! E-525 SACRAMENTO** - Long estab. GP in Health Prof. Bldg near busy intersection. 1500 sf w/ 4 fully equipped ops. **\$300k**

**NEW! E-530 CARMICHAEL** - Unique, 10 op practice. One of the nicest available. Collections exceed \$1m +. **\$725k**

**NEW! E-531 SACRAMENTO** - GP, Available Immediately. Private Pay & Managed Care. Over 10 yrs goodwill. 1375 sf. Call for Details!

**NEW! E-532 AUBURN** - GP, long established, 1100 sf, 3 ops. Easy freeway access. **\$125k**

**NEW! E-540 SACRAMENTO** - GP, FFS, Mid town near Sutter's Fort. 1000 sf, 2 ops. **\$40k**

**NEW! E-544 ROSEVILLE** - Cosmetic & reconstructive, 1250 sf w/ 2 ops in bright & airy bldg. Affluent, desirable area **\$350k**

**F-326 EUREKA AREA** - GP, Long established practice. Seller Retiring. Nicely appointed 1250sf w/3 ops. Insured/Cash Pts only. Collected \$604k in '04 w/6 wks vac. **REDUCED! \$250k**

**NEW! F-542 HUMBOLDT COUNTY** - GP, 3 ops, 1500 sf. Highly esteemed. Exc Reputation. **\$290k**

**G-456 YUBA CITY**— GP with approx gross \$400k. FFS retiring, 4 ops. Seller owns building. **\$200k**

**G-476 CHICO**—GP, established practice collections of \$300k in '05. Projecting \$380k in '06. Beautifully equipped 4 ops, all Adec. Desirable location. **\$250k**

**G-395 CHICO** — Long established GP w/ collections averaging \$500K. Modern equipped 4 op office. Seller refers out most specialties. **\$300k**

**G-443 CHICO**— GP, High end, 4 ops and 1750 sf. Practice grosses in the \$700k range. **\$475k**

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# WESTERN PRACTICE SALES

## John M. Cahill Associates

### NORTHERN CAL CONT.

**H-481 NORTHERN CALIFORNIA** - Gp, seller retiring, collections of \$549k in 2005. 2200 sf w/3 fully equipped ops, plumbed for 1 add'l. Real Estate (2 bldgs) also available for \$500k. **\$300k**

**H-508 NORTH TAHOE** - GP, remarkable practice, 4 op, 1200 sf office, main thoroughfare. **\$100k**

**REDUCED! H-386 SONORA** - GP, in beautiful 2200 sf 6 op completely computerized office w/ digital x-ray. Collections avg 1.13 million in past 4 years. Option to purchase building. **REDUCED! Asking only 50% of Gross Receipts! \$620k**

**H-2916 GOLD COUNTRY** - 42 years established, GP in modern computerized 3 op office, 1064 sf. Great Staff and Seller to assist w/ transition. **\$260k**

**H-353 NORTH SHORE LAKE TAHOE**—GP, long established practice, w/ collections of \$571K in '05. Insured/cash patients only. Fully equipped 3 op office. **Beautiful, scenic views of Lake Tahoe. \$340k**

### CENTRAL VALLEY

**I-2959 CENTRAL VALLEY**— Long established, GP 3 ops. **\$165k**

**I-4701 STOCKTON**— GP, 2500 sf 6 + 2 ops. FFS with collections in range of \$1.5 million. **\$960k**

**J-371 EXETER**—GP, in heart of San Joaquin Valley Basin. Fee-For-Service practice, refers out most specialties. **ONLY \$150k**

**J-2934 SAN LUIS OBISPO AREA**—GP, Growing, desirable area, FFS 2000 sf w/ 4 ops plumbed for additional. Condo also available to purchase. **\$495k**

**J-449 FRESNO/CLOVIS**—GP, mostly FFS. Collected \$637K in 2005. 2006 projected at \$600k. **\$550k**

**J-516 FRESNO** - GP, desirable North East Area, Med Prof. Bldg, 1500 sf w/4 ops. Mostly Insured. Collections of \$506k in '06 **\$350k**

### CENTRAL VALLEY CONT.

**J-499 VISALIA AREA** - Two GP practices available to be purchased together or separately. Both practices have mix of denti-cal & insured patients. One is 1650 sf w/ 4 ops and the other approx 4000 sf w/5 ops & rm for 1 add'l op. Combined coll. Of \$1.5m. Cash flow in excess of \$750k for owner/operator. **\$900k**

### SOUTHERN CALIFORNIA

**K-466 NORTHRIDGE**- GP Long Established practice. Located in a Professional building, Thousands of active patients. Gross in the mid \$700k range. 1550 square feet, 4 ops. **\$625k**

**K-517 SAN DIEGO**- GP, 1000 sf, 3 ops. Exc. Central Location **\$260k**

**K-518 SANTA ANA** - GP, 800 sf, 3 ops in Med. Prof. Bldg **\$95k**

**NEW! K-526 CHATSWORTH** - GP, 1100 sf, 5 ops. Long Established. Exc. Staff **\$295K**

**NEW! K-535 SANTA ANA** - GP, 1000 sf, 3 ops, long established. Call for details! **\$300k**

### ARIZONA

**Az-412 PHOENIX**— Large 7 op practice, plumbed for one additional. Real Estate is also available for purchase. **\$350k**

**Az-433 SCOTTSDALE**— Nice new 1100 sf, 3 op FFS practice. **\$235k**

**Az-477 LAKE HAVASU CITY** - GP, in beautiful centrally located 1510 sf 4 op office. Practice grosses in the \$1.2 million range. **Call for Details!**

**Az-486 TUCSON** - GP, 1000 sf, 3 op office **\$175k**

### OREGON

**F-482 COOS BAY, OREGON**— GP, Seller Retiring. Modern equipped, 2500 sf w/3 ops & plumbed for 3 additional. **Call for Details!**

### NEVADA

**R-434 RENO** - GP, Long established practice, Seller retiring. Collections of \$291K in '05. Insured/cash patients. Excellent merger opportunity. **REDUCED TO ONLY \$140k**

**R-514 RENO** - 1,600 sf, 4 op office near care facility. Call for details!

**LV-472 LAS VEGAS**—GP spectacular spacious office w/sophisticated décor 2,600 sf, 5 ops. **\$690k**

**LV-461 LAS VEGAS**—Very desirable NW location. Newer free standing bldg, 5 ops. Avgs nearly 50 new pts/month. Gross in the 1 mill range. Predominately Prosthodontics. **\$400k**

**NEW! LV-529 LAS VEGAS** - NW Rainbow Curve area near Summerlin. Aprx 2300 sf, 4 fully equipped ops. Plumbed for 1 add'l op. **\$250k**

**NEW! LV-533 LAS VEGAS** - Top Notch! GP, Granite countertops, custom flooring, 1700 sf w/ 4 spacious ops. Gross over \$1m yr. Priced to sell at only **\$600k**

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**A-2980 GREATER BAY AREA**—Ortho, long established. **\$400k**

**E-387 ROSEVILLE**—Perio, located in one of the fastest growing areas of California. Practice grosses in the \$400K+ range. **\$150k**

**Az-390 PINETOP AREA**—Ortho, Escape to the beauty of the cool country and tall pines! Easily accessible from Highway 260. Office is 1,500 sf with 3 fully equipped ops. **\$175k**

**B-4751 SF EAST BAY**—Perio & Implants, 770 sf, 3 op off. **\$125k**

**E-507 SACRAMENTO** - Ortho, 6 chairs in 2 bays. 2500 sf Call for details. **\$295K**

**NEW! B-520 SF EAST BAY**—Ortho, 6 chairs in open bay. 1500 sf. 2 story Prof. Bldg **\$175k**

**NEW! D-5271 SF EAST BAY**—ENDO, 1270 sf, 4 op office. Stable patient base. Well respected. **\$330k**



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**does not publish a July edition**  
and our office will be closed in June.  
You will receive  
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**The Dental Trader**



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**SANTA BARBARA FEE FOR SERVICE PRACTICE FOR SALE:** Well established practice in desirable area of Santa Barbara collects \$800,000 per year on four days per week with \$355,000 net income. No welfare, no capitation, no advertising. Four and one-half days per week of hygiene. Three operatories. Seller refers all oral surgery, all perio surgery, all ortho and difficult endo. Office condo could be leased or purchased. Good potential for continued growth. Asking \$695,000.

**WOODLAND HILLS GENERAL PRACTICE FOR SALE:** Located in a major shopping center, this practice gets over 30 new patients per month with no marketing! Seller works 28 hours per week, no evenings and no weekends. The practice collects over \$840,000 per year with a net income of over \$335,000 per year. Seller refers all oral surgery, all perio and difficult endo. \$7,000 per month in capitation and no Denti-Cal. The office has four equipped operatories plus two additional operatories that are plumbed but not equipped. Ample opportunity for growth through specialties, marketing and expanded hours with the physical space to accommodate it. Unique opportunity. Asking \$840,000.

**RESEDA GENERAL PRACTICE FOR SALE:** Located on Sherman Way near White Oak, this long established fee for service practice collects \$170,000 per year with a consistent net income of over \$100,000 per year. Three equipped ops in a smaller office building. Seller refers out all perio, most oral surgery, difficult endo and all ortho. No marketing. Must sell! Make offer. Asking \$130,000.

**SANTA BARBARA CLINIC PRACTICE FOR SALE:** High traffic shopping center location with ten equipped operatories and one additional operatory that is plumbed but not equipped. Capitation checks of \$13,000+ per month and substantial new patient flow. Collections of \$1,100,000 per year on an absentee basis. Owner is present in the practice for not more than three hours per week. Huge upside for owner/operator. Asking \$1,100,000 including all accounts receivable.

**VAN NUYS CLINIC PRACTICE FOR SALE:** Great deal! Practice collects \$220,000 per year with a net income of over \$100,000 per year on two and one-half days per week. This office is located in a free-standing building on Victory Blvd. and has easy access to a large population. Three equipped operatories with a low rent lease. Primarily Hispanic patient base with some capitation and 30% Denti-Cal patients. Seller must sell due to disability. **MOTIVATED!** Asking \$125,000.

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**GRANADA HILLS FEE FOR SERVICE GENERAL PRACTICE FOR SALE:** Forty years of goodwill! No Denti-Cal, no advertising and no capitation. Four days of hygiene per week with gross collections of \$550,000 per year. Seller refers all endo, all perio surgery and all ortho. Building and practice for sale at \$1,200,000. – SALE PENDING

**LOS ALAMITOS GENERAL PRACTICE FOR SALE:** Located in a smaller professional building, this three operatory practice collects \$155,000 per year on 24 hours per week. No Denti-Cal, no cap, and the only PPO accepted is Delta. Seller refers out all endo, all perio, all oral surgery and all ortho. Asking \$125,000.

**AGOURA HILLS ORTHODONTIC PRACTICE FOR SALE:** Long established practice with 25 years of goodwill in the community. Collects \$430,000 per year on three and one-half days per week. Four chairs in a bay with an additional private operatory. Seller wants to stay for a smooth transition. Asking \$216,000.

**VENTURA COUNTY ENDODONTIC PRACTICE FOR SALE:** Collects \$425,000 per year with a net income of \$250,000+ per year on four days per week. Seller does not accept any plans. Fee for service practice. Two equipped operatories with digital x-ray and Global microscope. Third operatory plumbed but not equipped. Asking \$200,000. **SALE PENDING**

**SAN FERNANDO VALLEY ENDODONTIC PRACTICE FOR SALE:** Over 40 years of goodwill. Central valley location with five equipped operatories and one additional plumbed but not equipped. Gross collections of \$550,000 per year with 50% net income. Solid referral base. Seller will consider staying for a transition. Make offer. Motivated! Asking \$289,000.

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**GARDENA CLINIC PRACTICE FOR SALE:** Collects \$900,000+ per year with good net income. The office is located in a major retail center and has 5 equipped operatories and 2 additional operatories that are plumbed but not equipped. 60% Denti-Cal. No capitation. Absentee operated practice with potential for substantial growth with an owner operator. Asking \$675,000.

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**CHINO**-4 eq. ops. in a 1,600 sq. ft. suite in a one-story free standing med/dental bldg. Area is growing. Computerized office with Intra Oral Camera & Digital X-ray. Great, long-term staff & loyal patient base. 20 Yrs of Goodwill. Income stream is approx 70% insurance & 30% cash. Seller is working 4 days/wk seeing 8-12 patients/day. 2 Hygienists working a total of 4 dys/wk. Projecting approx. \$611,238 in 2007. **BUYER'S NET OF \$197,890.**

**PALM DESERT**-4 eq. ops., 2,195 sq. ft. office. Partnership opportunity leading to full ownership. 100% cash, cosmetic practice. Approx. 40 new patients/month. Strong hygiene practice. **BUYER'S NET OF \$360,468.**

**SAN DIEGO**-4 eq. ops. in a 1,300 sq. ft. suite located in a one story, free-standing bldg. Computerized office w/ 2 Intra Oral Cameras & 2 Digital X-rays. Seller w/ complete Invisalign patients. Digital X-ray. Dropped Denticul in 2006. Income stream is approx 60% insurance, 25% cash & 5% capitation. Dr is working 3 dys/wk. Attracting 55 new pts/mo. Blding for Sale. Projecting approx. \$681,000 for 2007. **BUYER'S NET OF \$ 157,924.**

**SANTA MARIA**-2 eq. ops., private office is plumbed, 975 sq. ft. office located in one story medical/dental building. 47 years of goodwill. 80% insurance & 20% cash, 100% patient referral practice. Collected approx. \$431,000 in 2006. **BUYER'S NET OF \$126,696.**

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# PRACTICE SALES, INC.

and Appraising of Dental Practices



**LAGUNA HILLS**-5 eq. ops. in a 1,700 sq. ft. suite in a two-story bldg., 2nd floor location with a modified gross lease. Only dentist in shopping center, exclusivity, digital x-rays, monitors are set up to be networked. Income stream is approx. 70% insurance, 29% cash & 1% medical. Seller working M-Th in the morning & F in the afternoon, seeing 8-10 patients/day. Projecting approx. \$1,014,000 for 2007. **BUYER'S NET OF \$446,440.**

## **MORENO VALLEY- TURN-KEY LOCATION!**

2 eq. ops., 2 plumbed, not equipped.  
Approx. 1,650 sq. ft. office in shopping center with major market. Opened April 2007.  
Excellent location, ready for capable, energetic Buyer.



**SAN DIEGO**-4 eq. ops. in a 1,250 sq. ft. suite located in a one-story duplex. Ortho & restorative dentist. 44 yrs of goodwill in San Carlos area. 15% insurance & 85% cash. Retiring Seller is working 4 dys/wk with a Hygienist working 1-2 dys/wk. Long Term, Knowledgeable staff. Intra Oral Camera. Projecting approx. \$263,940 for 2007. **BUYER'S NET OF \$34,816.**



Alice C. King, V.P.



# CALIFORNIA

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### GREATER LOS ANGELES & VENTURA COUNTY

**BEVERLY HILLS**—5 eq. ops. in a 1,650 sq. ft. in a 5-story medical/dental bldg. High income patients and an exciting place to practice. Number of high profile patients. Income stream is approx. 100% cash. Seller is working 4 days/wk seeing approx. 15-16 patients/day. Projecting approx. \$1,454,356 in 2007. **BUYER'S NET OF \$503,472.**

**BURBANK**—2 eq. ops. in a 900 sq. ft. suite located in a Multi story Med/Dental building. Established 8 yrs as a dental practice. Office is completely wired for computer networking. Leasehold improvements and equipment only.

**LONG BEACH**—3 eq. ops. & 1 plumbed/not equipped op. in a 1,350 sq ft 2-story medical/dental/professional bldg. Good location near St. Mary Hospital, Visible signage on bldg, low overhead, and high net. 14 Yrs of Goodwill. 35% insurance, 30% cash & 35% medical. Computerized office w/ Intra Oral Camera & Digital X-ray. Seller is working 3 ½ dys/wk. Turn-Key Office.

**LOS ANGELES**—3 eq. ops. in a 1,050 sq. ft. suite in a multi-story building in the heart of LA off the 10 freeway. Low Rent for Area. Leasehold improvements & equipment only.

**POMONA**—3 eq. ops. in a 950 sq. ft. suite located in a single story center. 1 of 2 Primary Orthodontists on the area that takes Medi-Cal. Under developed referral base. Seller only works ½ day a week.

**SAN FERNANDO**—6 eq. ops. and 1 not eq. op. in a 3,200 sq. ft. spacious suite, located in a single story free standing building. Seller manages and diagnosis Perio 1 day a month with 2 associates working a total of 5 days a week. Attracting 60 new patients per month. Income stream PPO insurance 65%, cash 20%, medical 5%, cap 10%. Long term knowledgeable staff. Projecting approx. \$405,192 in 2007. **BUYERS NET OF \$97,742.**

**SHERMAN OAKS**—3 eq. ops., 950 sq. ft. office in 7 story medical—dental building, next to hospital. 70% insurance, 30% cash practice w/one day/wk of hygiene. Seller works 4 days/wk. 47 yrs. goodwill. Seller retiring. Projecting approx. \$283,408 for 2007. **BUYER'S NET OF \$142,116.**

**VALLEY VILLAGE**—5 eq. ops. in a 1,500 sq. ft. suite in a 2-story med/dental bldg. Good signage, good location on busy Blvd., free parking, Ortho next door, x-ray lab in bldg. Leasehold improvements & equipment only.

**VALLEY VILLAGE**—4 eq. ops. in a 1,280 sq. ft. suite located in a single story, free standing bldg. Good location next to the corner, great signage. Low Rent for Area. Established 20 yrs as a dental practice. Free Parking, Leasehold improvements & equipment only.

**WESTCHESTER**—3 eq. ops. in a 700 sq. ft. suite in a single story med/dental bldg. 54 yrs goodwill, caring dentist & good staff. Income stream is approx 70% insurance & 30% cash. Seller is currently working 3 days/wk seeing approx 8-12 patients/day. Projecting approx. \$627,855 in 2007. **BUYER'S NET OF \$276,434.**

### ORANGE COUNTY

**ANAHEIM**—4 eq. ops. in a 1,200 sq. ft. suite in a shopping center. Computerized office w/ Intra Oral Camera. Located close to Fullerton as well as Anaheim. Leasehold improvements, equipment only

**ANAHEIM**—2 eq. ops. in a 900 sq. ft. suite in a one story Medical/Dental Bldg. Good Location in a strip center. Income stream is approx. 50% insurance, 35% cash & 15% medical. Seller is working 4 ½ days per week seeing 8-10 patients a day. Projecting \$244,352 for 2007. **BUYER'S NET OF \$75,540.**

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**REMINDER: Net Income is Buyer's Net Income after Debt Service. BACK UP OFFERS ARE ALWAYS ENCOURAGED!!!**

# PRACTICE SALES, INC.

## and Appraising of Dental Practices



Maria Silva, V.P.

**ANAHEIM**—3 eq. ops., 1 plumbed, not equipped, approx. 1,700 sq. ft. free-standing building located In medical/dental complex. 10 – 15 new patients/month. 38% insurance, 30% cash & 32% capitation. Cap check is approx. \$4,000/month. Seller bought another practice the end of 2006. Crossed approx. \$220,000 in 2006. Currently a 2 day/wk practice projecting approx. \$150,000 for 2007 **TURN-KEY OPPORTUNITY!**

**COSTA MESA**—2 eq. ops., approx. 715 sq. ft. suite located in single-story, 4 suite, medical/dental building. 38% insur. & 62% cash practice. Seller works 4 days/wk. with 3 days/wk of hygiene. One yr. old equipment. Practice with 39 yrs. of goodwill. Projecting \$456,316 for 2007. **BUYER'S NET OF \$103,385.**

**COSTA MESA**—3 eq. ops., 1 plumbed, approx. 2,812 sq. ft. office located in multi-story professional building in South Coast Metro area. **TURN-KEY OPPORTUNITY** with 2 yr. old equip. Part-time practice projecting approx. \$145,000 for 2007.

**GARDEN GROVE**—4 eq. ops. & 2 denture room/eq. ops. in a 2,560 sq. ft. suite in a single story shopping center. Good location in the heart of OC. Computerized office w/ Intra Oral Camera. Long term, loyal patient base. 40% insurance, 20% cash & 40% Medi-Cal. Seller is working 3 ½ days/wk. Projecting approx. \$300,300 for 2007. **BUYER'S NET OF \$81,876.**

**LAGUNA BEACH**—3 eq. ops. in a 1,400 sq. ft. suite located in a single story, free standing bldg. Located on PCH, near the beach. Ample off street parking. 57 years of Goodwill. Computerized office w/ Intra Oral camera. 65% insurance, 30% cash & 5% cap. Assignable PPO plans. Seller is working 2 dys/wk w/ an Assoc. working 2 dys/wk. Projecting approx. \$382,647 for 2007. **BUYER'S NET OF \$118,879.**

**LAGUNA HILLS**—2 eq. ops. in a 800 sq. ft. suite in a single story free standing bldg. Computerized office w/ Intra Oral camera. Equipment is new. Leasehold improvements, equipment only.

**LAGUNA HILLS**—5 eq. ops. in a 1,700 sq. ft. suite in a two-story bldg., 2nd floor location with a modified gross lease. Only dentist in shopping center, exclusivity, digital x-rays, monitors are set up to be networked. Income stream is approx. 70% insurance, 29% cash & 1 % medical. Seller working M-Th in the morning & F in the afternoon, seeing 8-10 patients/day. Projecting approx. \$1,014,000 for 2007. **BUYER'S NET OF \$446,440.**

**LA HABRA**—4 eq. ops. in 1,707 sq. ft. spacious suite, located in a single story strip shopping center. 14 Yrs of Goodwill. 70% Cash, 15% Insurance, 15% CAP practice. Seller works 3 dys/wk with 2 Assoc. working a total of 2 dys/wk. Patient Charts are included but not guaranteed. Projecting approx. \$182,364 for 2007.

**NEWPORT BEACH**—4 eq. ops., 1,103 sq. ft., newly remodeled office in 3 story med/dent. building with large, free patient parking near Hoag Hospital. Turn-key office includes patient charts and telephone number. Priced less than replacement!

**RANCHO SANTA MARGARITA**—6 eq. ops., 2,300 sq. ft. office located in two-story medical/dental building. High tech office with 6 yr. old equipment. Excellent location near City Hall and easy 241 access. Leasehold Improvements and Equipment only!

**SANTA ANA**—4 eq. ops. in a 1,700 sq. ft. house that was converted into a dental office in 1964. 29 years of Goodwill. 70% insurance, 30% cash. Computerized office with 1-4 year old Equipment. Seller is retiring. Collected 373,508 in 2006. **BUYER'S NET OF \$93,864.**

**SANTA ANA**—5 eq. ops. & 1 plumbed/not equipped op. in a 2,050 sq. ft. suite. 2-story medical/dental bldg. Income stream is approx. 45% insurance, 45% cash, 6% Medi-Cal & 4% capitation. Seller is working 3½ days/wk seeing approx. 6-8 patients/day. Projecting approx. \$162,822 for 2007. Leasehold improvements, equipment & all patient charts included.

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Tina Ochoa, V.P.



# CALIFORNIA

## Specializing in the Selling

**TUSTIN**—5 eq. ops. 2,200 sq. ft. office in a two story free standing bldg. Computerized office w/ Intra Oral camera. Equipment is new – two year old. Two digital X-Rays. Income stream is approx. 35% insurance, 60% cash & 5% Medi-Cal. Seller is working 4 days a week seeing 50+ new patients a month. Projecting approx. \$607,220 for 2007. **BUYER'S NET OF \$205,444.**

### RIVERSIDE & SAN BERNARDINO COUNTIES

**BIG BEAR**—5 eq. ops., 1,500 sq. ft. office located in well-established shopping center. 25% insurance (15 plans), 25% insurance & 50% Medi-cal practice. Seller collected approx. \$244,308 on 2 & ½ days/wk.

**CHINO**—4 eq. ops. in a 1,600 sq. ft. suite in a one-story free standing med/dental bldg. Area is growing. Computerized office with Intra Oral Camera & Digital X-ray. Great, long-term staff & loyal patient base. 20 Yrs of Goodwill. Income stream is approx 70% insurance & 30% cash. Seller is working 4 days/wk seeing 8-12 patients/day. 2 Hygienists working a total of 4 dys/wk. Projecting approx. \$611,238 in 2007. **BUYER'S NET OF \$197,890.**

**HEMET**—4 eq. ops. in a 1,252 sq. ft. suite in a one-story medical/dental bldg (De Anza Prof. Bldg.). 37 years of goodwill, long-term staff, & is the only DDS in building. 38% insurance (only 1 PPO) & 62% cash. Seller is working 4 dys/wk & a Hygienist is working 1-2 dys/wk. Collected approx. \$352,678 in 2006. **BUYER'S NET OF \$83,652.**

**MORENO VALLEY**—TURN-KEY LOCATION! 2 eq. ops., 2 plumbed, not equipped. Approx. 1,650 sq. ft. office in shopping center with major market. Opened April 2007. Excellent location, ready for capable, energetic Buyer.

**PALM DESERT**—4 eq. ops., 2,195 sq. ft. office. Partnership opportunity leading to full ownership. 100% cash, cosmetic practice. Approx. 40 new patients/month. Strong hygiene practice. **BUYER'S NET OF \$360,468.**

**RANCHO CUCAMONGA**—3 eq. ops. in 1,100 sq. ft. suite located in a shopping center. Area is rapidly growing. Turn Key Office. Computerized suite with Intra Oral Camera & Digital X-ray. Seller recently added 4 CAP plans. Equipment is approx. 1 yr old. Projecting approx. \$320,454 for 2007.

### SAN DIEGO COUNTY

**CARLSBAD**—10 eq. ops., 3,300 sq. ft. office in free-standing building. Approx. 100 new patients/month. 15 Cap plans with approx. \$23,500/mon. cap. income. Grossed approx. \$1,740,000 in 2006. Seller manages only. **BUYER'S NET OF \$488,950.**

**ESCONDIDO**—3 eq. ops. in a 2,200 sq. ft. suite in a 1-story bldg in a shopping center. Good location. All digital office. Surveillance cameras. Intra-Oral camera. Income stream is approx. 75% insurance, 15% cash & 10% medical. Seller is working 1-2½ days - seeing 8 patients/day. Projecting approx. \$310,800 for 2007. **BUYER'S NET OF \$98,668.**

**RAMONA**—5 eq. ops in 1,600 sq. ft. single story, free-standing duplex bldg. Great location with 45 yrs of Goodwill. Rapidly growing area. 60% insurance & 40% cash. Seller works 1.5 dys/wk with 6 dys/wk of Hygienists Plus Assoc. working 4 ½ dys/wk. approx 57-62 new patients/month. Projecting approx. \$1,070,100 for 2007. **BUYER'S NET OF \$320,488.**

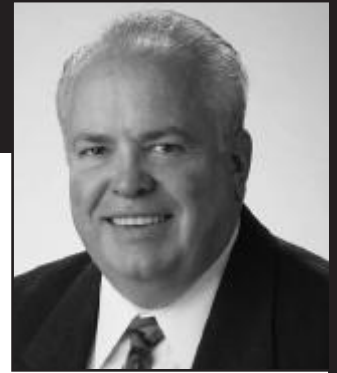
**SAN DIEGO**—3 eq. ops. in a 1,841 sq. ft. suite in a Dental bldg. This is a GP practice for an experienced restorative doctor! Solid referral base & a personable staff. 90% cash & 10% insurance. 17 Yrs of Goodwill. Seller is working 4 dys/wk w/ 1 Hygienist working 4 dys/wk. Intra Oral camera. Projecting approx. \$1,079,712 for 2007. **BUYER'S NET OF \$402,288.**

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# PRACTICE SALES, INC.

## and Appraising of Dental Practices



Greg Beamer, V.P.

**SAN DIEGO**—4 eq. ops. in a 1,300 sq. ft. suite located in a one story, free-standing bldg. Computerized office w/ 2 Intra Oral Cameras & 2 Digital X-rays. Seller w/ complete Invisalign patients. Digital X-ray. Dropped Denticul in 2006. Income stream is approx 60% insurance, 25% cash & 5% capitation. Dr is working 3 dys/wk. Attracting 55 new pts/ mo. Blding for Sale. Projecting approx. \$681,000 for 2007. **BUYER'S NET OF \$ 157,924.**

**SAN DIEGO**—4 eq. ops. in a 1,250 sq. ft. suite located in a one-story duplex. Ortho & restorative dentist. 44 yrs of goodwill in San Carlos area. 15% insurance & 85% cash. Retiring Seller is working 4 dys/wk with a Hygienist working 1-2 dys/wk. Long Term, Knowledgeable staff. Intra Oral Camera. Projecting approx. \$263,940 for 2007. **BUYER'S NET OF \$34,816.**

### KERN COUNTY

**BAKERSFIELD**—5 eq. ops. & 1 plumbed not eq. op. in a 1,500sq. ft. suite. Great Location near Memorial Hospital. Both Sellers work a total of 4 days a week. Income stream insurance 40%, cash 10%, cap 50%. Computerized office with Intra Oral camera. Growing area. Projecting approx. \$540,000 for 2007. **BUYER'S NET OF \$184,456.**

**LAKE ISABELLA**—3 eq. ops. in a 1,500 sq. ft. suite in a two story Dental Bldg (studio opt. by stairs). Good place to live only (3) other dentists in a population of 22,000 people. Computerized office. Projecting approx. \$272,340 for 2007. **BUYER'S NET OF \$114,482.**

**SANTA MARIA**—2 eq. ops., private office is plumbed, 975 sq. ft. office located in one story medical/dental building. 47 years of goodwill. 80% insurance & 20% cash, 100% patient referral practice. Collected approx. \$431,000 in 2006. **BUYER'S NET OF \$126,696.**

### SPECIALTY PRACTICES

**POMONA ORTHO**—3 chairs in open bay, approx. 950 sq. ft. office located in single story medical/dental building with large parking lot. Approx. 31 phase II. Seller works ½ day/wk.

**TUSTIN PERIO**—3 eq. ops. 1,050 sq. ft. office in medical/dental bldg. 70% insurance, 30% cash practice w/ approx. 35 new patients/mon; some PPO's. 10-15 core referring GP's. Seller works 4 days/wk. with 2 & ½ days/wk of Hygiene. Gross collections for 2006 were approx. \$815,402. **BUYER'S NET OF \$383,404.**

**WEB SITE: [WWW.CALPRACTICESALES.COM](http://WWW.CALPRACTICESALES.COM)**

**DIRECT E-MAIL ADDRESS TO BROKER/AGENTS**

Alice King- [aking@calpracticesales.com](mailto:aking@calpracticesales.com)

Greg Beamer- [gbeamer@calpracticesales.com](mailto:gbeamer@calpracticesales.com)

Tina Ochoa- [tochoa@calpracticesales.com](mailto:tochoa@calpracticesales.com)

Maria Silva- [msilva@calpracticesales.com](mailto:msilva@calpracticesales.com)

John W. Knipf (Neff), President

Also serving you: Alice C. King, V.P., Tina Ochoa, V.P., Greg Beamer, V.P. & Maria Silva, V.P.

**Please note: If you would like a full summary of information on any of the practices listed, or to speak with an agent, please call us at (714) 639-2775 or outside (714) area, call (800) 697-5656.**

*All the above information is from sources deemed reliable but not guaranteed by agents. Information is subject to price changes, corrections, error, omission, prior sale and withdrawal.*

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- \* Dr. Hessem Nowzari on Sunday, August 26th (8:00 till 5:00 p.m.)

**Endodontics**

- \* Dr. Chikki Raju on Sunday, October 21st (8:00 till 5:00 p.m.)

**Lumineers/Veneers Training Workshop**

- \* Dr. Michael Schneider and the Lumineers Staff on Friday and Saturday, November 2nd-3rd (8:00 till 5:00 p.m.)

**Implant Dentistry for All Dentists**

- \* Drs. Raymond Choi, Gerald Niznick and Lambert Stumpel on Sunday, December 2nd (8:00 till 5:00 p.m.)

**San Diego AGD**

**Membership Celebration/Ensenada Trip**

- \* Saturday/Sunday, August 3rd thru 5th

**Dental Materials for Restorative Dentistry**

- \* Dr. John Burgess on Friday, October 19th

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**TEMECULA** – 1,200 sq. ft., 4 ops., private-fee-for-service, new networked intra-oral camera system. Doctor retiring. 2006 Collections \$950,000 with 45-50% net profit. Asking \$765,000.

**TORRANCE** – Modern Dental office for lease, 3 plumbed ops. Lessee will need to supply equipment, perfect opportunity for a start up.

**SOUTH ORANGE COUNTY** – Outstanding Fee-for-service practice of 2006 Production 1,400,000, Collections \$1,344,000 Doctor relocating. Asking \$1,050,000.  
**NEW LISTING**

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*For buyers, if you are looking at a practice for which Wiederman Practice Sales, Inc. is not the listing broker, we can perform due diligence on that practice in representing you once you have made an offer and it has been accepted.*

**GLENDALE PRACTICE FOR SALE** Nice Starter Practice in Highly Sought After Location, 120K Full Price. Caudill and Associates, Greg Chew, Agent 909-762-2239.

**PRACTICE FOR SALE** 3036 – Long Beach – Paramount Long Estab. Corner Dental building. Orthodontist Owner wants to sell General Dental office – Now gross \$200k. Bargain. Call PPS (714) 832-0230.

**DENTAL SPECIALIST** is needed to share/partner in private general practice located in Poway, CA. Call 858-699-2063. Ask for Thayer.

**ENCINO #3** (4) op computerized G.P. in a prof. bldg. for sale. (3) ops eq't'd w/new Belmont eq't, 4th op plumbed. Digital x-rays, Zoom light, computerized ops, intra oral camera, etc. Gross collect \$800K+/yr (4) days/wk. Mixed pt base. D&M PRACTICE SALES (866) 425-1877.

**BUILDING** I would like to buy a free standing dental building along the Central or Southern California Coast. Contact [gfortord2001@yahoo.com](mailto:gfortord2001@yahoo.com).

**NEWLY REFURBISHED** dental office for rent-new equipment and granite counters. Tuesday, Thursday, Friday or Saturday. Rent flexible. 310-628-9744 Dr. Nolan.

**BUYER LOOKING TO PURCHASE** DENTAL PRACTICE. Prefer 5-mile radius of E. L.A. or Down Town. Will pay best price. Avoid 10% commission. (310) 617-8525 or (310) 915-1817.

**SEEKING PEDODONTIST** for associateship or purchase in new practice in Lake Elsinore. Great new shopping center, high growth. 909 762-2239.

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**FRESNO:** For Sale -General Dentistry Practice. Well-established practice has been in its present location for the past 24 years. There are 4 equipped operatories in a nicely decorated 1,25 sq. ft. office. Specialized Equipment includes,Laser, Intraoral Camera, Panoramic X-ray and Digital X-rays. the software is Softdent purchased in 2005. Four days of hygiene with 9 pts/day seen per hygienist. Gross receipts in 2004 were 548K with an adjusted net income of 203K. Doctor retiring after 35 years.

**YREKA:** For Sale - General Dentistry Practice and building: This is a great opportunity to own the real estate and dental practice at the same time. The building is located on a large lot allowing you to expand the size of the building when you are ready. 100% financing is available with for both the practice and building. 2006 receipts were approximately \$400K. There are presently 3 operatories. Owner works a 4 day week working only 5 1/2 hrs per day. There are four days of hygiene. Lots of potential with this practice.

**REDDING:** For Sale: General Dentistry Practice: Owner is retiring practicing 29 years in same location. 2006 gross receipts were 323K with a 118K adjusted net income. There are 3 treatment rooms in 1,475 sq ft. The building is being appraised and will also be for sale. Owner works 4 days a week.

**REDDING:** For Sale: General Dentistry Practice. This excellent dental practice had gross receipts of \$871K in 2005 with \$357K adjusted net income. The practice has increased its gross receipts yearly for the last 5 years we reviewed. There are 5 equipped treatment rooms in this beautiful 2,550 sq. ft. dental office. Specialized equipment includes Laser Intra-oral Camera and Digital X-Rays. The view from each operatory is incredible.

**VENTURA:** For Sale - General Dentistry Practice. NEW GRADS DON'T MISS THIS SALE PRICE LESS THAN START-UP COSTS. Established Family, and Cosmetic practice is located in highly desirable community of Ventura County. The leased office space consists of 1,700 sq. ft. with 6 available operatories. Also the equipment and leasehold is essentially new (2 years old). 2005 Gross Receipts were 404K. Adjusted net income of \$112K.

**SANTA BARBARA:** For Sale - Pediatric Practice. Two treatment rooms, plumbed for a 3<sup>rd</sup> in approx. 900 sq. ft. Equipment and Leaseholds only 3 years old. Practice located in professional building near hospital. 2005 gross receipts were \$209K on a 2 day/wk. Owner relocating.

**DEL MAR BEACH:** For Sale - General Practice. Three treatment rooms in 950 sq. ft. Office is approximately three blocks from the beach with ocean view. Equipment in excellent condition. 2005 gross receipts \$465K on a 3 days per week. Doctor retiring.

**EL CENTRO:** For Sale - General Practice. Three treatment rooms, plumbed for a fourth. Separate room for Pano and X-rays. Practice located in free standing 1,900 sq. ft. one story building on a corner near downtown. Building is also for sale with adjacent three unit residential buildings. 2005 gross receipts were 225K on 3 days per week.

**WEST SAN FERNANDO VALLEY:** For Sale - General Dentistry Practice. Established practice has been in its present location for the past 45 years. Approx. 1500 active patients, 5 1/2 days of hygiene. Leased office space 2,000 sq. ft. 6 equipped operatories. Owner is retiring.

**ROSEVILLE:** For Sale - General Dentistry Practice. This 2400 sq. ft. office comes with 6 operatories, Cerac, Intra-Oral Camera's, Dentrix software, and 12 days of hygiene. 2005 gross receipts \$1,843,499.00. Owner is looking for assoc. buy-in or buy-out within 2 yrs.

**RIVERSIDE COUNTY:** - For Sale - General Dentistry Practice. This practice has been in its present location for the past 40 years. 2005 gross receipts \$488K on a 3 1/2 day workweek with an adjusted income of \$194K. The overhead is only 53%. There are 5 operatories, 3 that are equipped. Dentrix software, electric handpieces, intra-oral cameras. Owner is retiring.

**SAN RAFAEL:** - For Sale - General Dentistry Practice. The office is 800 sp. ft. with 3 operatories. Dentrix software. There are 3 days of hygiene with 8 patients seen per day by hygienist, 1,100 active patients. Owner is relocating.

**MADERA:** - For Sale - General Dentistry Practice. 2,500 sq. ft. in owner occupied building. 7 equipped operatories, Laser, Intra-Oral Camera, Dentrix software, with 12 days of hygiene per week. 2005 Gross receipts were \$1,003,657K. Seller would like to sell and work back a couple days per week.

**RIALTO:** - For Sale - General Dentistry Practice. Priced for immediate sale. 900 Sq. Ft. 3 operatories in a busy shopping center.

**CHINO:** - For Sale - General Dentistry Practice. 2006 Gross Receipts \$486K with adjusted net income of \$211K. Intra-oral camera, digital x-rays, 5 equipped operatories in a 1,500 sq. ft. office located in a busy shopping plaza. Doctor working 3 1/2 days a week. Office in same location for 20 years. Doctor is retiring.



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**SANTA CRUZ:** For Sale - General dentistry practice. There are five equipped treatment rooms and two additional rooms that are plumbed for expansion in this 2,347 sq. ft. office. The 2005 Gross receipts were \$885K with a low 62% overhead. Dr. is reporting 2,340 active patients. There are 7.5 days of hygiene per week. The practice has operated in the same location since 1977. Doctor is retiring.

**SACRAMENTO:** For Sale - General Dentistry Practice. Four operatories in 1,350 sq ft. There are six and a half days of hygiene available per week. Gross receipts in 2005 were \$660K with an adjusted net income of \$240K. Practice was started in 1975 and has operated in its present location for 18 years. - **BUILDING ALSO FOR SALE.**

**EL DORADO HILLS:** For Sale - General Dentistry Facility. This facility completed only a year ago. All new state of the art equipment and office design. If you are interested in the El Dorado Hills area don't pass up inquiring about the details of this sale.

**OROVILLE:** For Sale - General Dentistry Practice. 2005 Gross Receipts were \$338K on only 3 days a week Production. 3 days of hygiene. Doctor retiring after 30 years in Oroville and 20 years in same location. 3 ops. All Endo and most Perio and Surgery referred out. Intra-oral camera, Panoramic X-ray, and Air Abrasion.

**SANGER:** For Sale - General Dentistry Practice. If you are a new graduate or you are looking and you are looking for a great practice to purchase you should look at this. Very tastefully decorated, this 3-op office collected 345K in 2005 with less than a 50% overhead. This would also be a great satellite practice. The office is a condominium space that is also for sale and can be purchased at no money down. Owner is retiring.

**STOCKTON:** For Sale - General Dentistry Practice in north Stockton area. This practice has been in its present location for 10 years and was purchased in 2003 from the previous owner. The practice grew rapidly to gross receipts of \$527K in 2005 returning a \$237K adj... net income. Will consider all offers.

**RIDGECREST:** For Sale - General Dentistry Practice. This practice is collecting \$795K per year. Owner's adjusted net income was \$416K in 2005 on 3 1/2 days per week schedule. There are 6 ops in this 4000 sq. ft. building that is also for sale. There are 5 days of hygiene. Owner is retiring.

**REDDING:** For Sale - General Dentistry Practice. This exceptional office is located in a beautiful free standing office building of 3,300 sq ft. with 6 ops and six days of hygiene at 12 patients per day. The practice collected \$933K in 2005 with approx.. \$300K adj... net income to the owner. The practice was started in 1985 and was moved to its new location recently. The owner will consider selling the building also. If you are looking for a family oriented life style in a wonderful community you should consider this practice.

**DAVIS:** For Sale - General Dentistry Practice. \$678K Gross Receipts with \$275K adjusted net income. Located close to UC Davis campus - 4 operatories, 8 days of hygiene. approx.. 2,600 active patients. 1,400 sq. ft. 45 new patients seen per month. Owner is relocating. Available Immediately.

**COTTONWOOD:** For Sale - General Practice. 3 treatment rooms with room for expansion in this 1,200 sq. ft. office. Projected gross Receipts for 2006 are \$700K. Practice has shown an increase in production every year for the last 5 years. Del Webb recently purchased 4,500 acres for retirement community in Cottonwood. Only 2 dentist presently in town.

**MODESTO:** For Sale- General Dentistry Practice. This excellent practice has 2006 gross receipts \$1,459,769 with an adjusted net income of \$533,598. There are 11 days of hygiene in this 3 operator, 1,900 sq. ft. office space. The office has been in its present location of 30 years and most of its employees have been with the practice long term. Owner is retiring.

**LAGUNA HILLS:** For Sale - General Dentistry Practice. This 3 operatory office was started by owner in 1969 and has 5 days of hygiene. It has been in its present location for 12 years. 2005 GR. were 600K. The practice is located in a highly desirable affluent area. Software is Easy dental and Trojan. Owner is retiring.

**INGLEWOOD:** - For Sale - Pediatric Practice. Priced for immediate sale. 4 operatories. 2005 gross Receipts \$350K. Doctor is retiring.

**SANTA CRUZ CO.:** - For Sale - General Dentistry Practice. This office consist of 2,500 sq. ft. and seven fully equipped operatories. The views out each of the doctor's treatment rooms are beautiful and provide a relaxing atmosphere for both the patients and staff. There is room for expansion by equipping two additional operatories. There are intra-oral cameras, electric handpieces, and a panoramic x-ray machine. There are 10 hygiene days available per wk. Datacom software. 2005 Gross receipts were \$1,265,00 with a \$503,000 adjusted net income.

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**CARLSBAD:** - For Sale - General Dentistry Practice. 1403 sq. ft. office with 5 ops in a highly desirable area. There are 4 days of hygiene per week. Gross receipts were 247K for 2005. Practice has been in its present location for 24 years. Molar Endo, Implants, referred out.

**FRESNO:** - For Sale - General Dentistry Practice. 2006 Gross Receipts \$777,336 with an adjusted net income of \$278K. This is a PPO/HMO practice. There is 2000 sq. ft. of office space with 5 equipped operatories. There is room to expand into a 6th operatory. Panolypse machine, Easy Dental software. 4 days of hygiene. Practice located on the corner of a main thoroughfare.

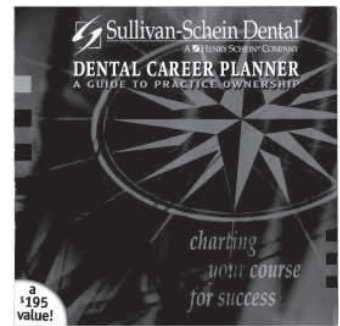
**SAN RAMON:** - For Sale - General Dentistry Practice. Practice 2005 patients receipts were 1,250,000 in 2005. Eight TX. rooms, 3 utilized for hygiene. Approx. 50 new patients per week. Intra-oral camera, panoramic x-ray. Practice located in area for 25 yrs. 11 yrs in present location. Large patient base of adults and children in very affluent and growing area. Owner retiring.

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# Bisphosphonate Osteonecrosis of the Jaws: A Can of Worms

## Featuring Alan Felsenfeld, DDS



Tuesday, June 19, 2007  
5:30 – 8:30 p.m.  
Maggiano's "Little Italy" Restaurant  
189 The Grove Drive (Upstairs)  
Los Angeles, CA 90036  
(323) 965-9665

Tuition (includes light buffet):  
Early registration for ADA Members and their staff: \$50 per person  
Late registration after June 15, 2007: \$60 per person  
Early registration for Non-ADA Members and their staff: \$75 per person  
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*Continuing Education: 3 units – Category 1*

### About the Program

As we see increasing numbers of aging patients, we will be treating more of them who have bone disorders such as malignancies and osteoporosis. Recent years have seen an increased ability of medicine to treat these diseases by preventing bone degradation as a result of the processes. Unfortunately we have seen significant side effects in the patients on these medications that have serious implications for dental practice. No practitioner is without the responsibility to understand the diseases, medications and processes that impact our profession.

This lecture is intended to introduce practitioners to the problem with a discussion of the pharmacology of the drugs and their interaction with bone. Principles of dental management of patients on bisphosphonate medications will be presented.

### About the Speaker

Dr. Felsenfeld is professor of clinical oral and maxillofacial surgery and Director of Clinical Affairs at the UCLA School of Dentistry surgery clinic. In addition he is a part-time attending surgeon at the Harbor-UCLA Medical Center. He received his DDS from UCLA in 1974 and did a residency in oral and maxillofacial surgery at Cook County Hospital in Chicago. He practiced in the San Gabriel Valley for eighteen years before entering into a full time academic career. He is a Diplomate of the American Board of Oral and Maxillofacial Surgery as well as a Fellow in General Anesthesia of the American Dental Society of Anesthesiology.

Dr. Felsenfeld has been active in organized dentistry and oral and maxillofacial surgery. He is past chair of the Committee on Residency, Education and Training of the American Association of Oral and Maxillofacial Surgeons and past president of the San Gabriel Valley Dental Society as well as past chair of the Council on Dental Research and Development for the California Dental Association. He serves an examiner for the American Board of Oral and Maxillofacial Surgery and program site visitor for the Commission on Dental Accreditation. He is a member of the executive committee of the California Dental Association in his capacity as editor of the Journal of the California Dental Association. He has given more than 150 presentations in the United States and internationally.

AA

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Saturday, June 16, 2007

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Friday, June 22, 2007

### **COSTA RICA TRAVEL & LEARN PROGRAM**

Friday - Wednesday, June 29 - July 4, 2007

### **ALASKA CRUISE TRAVEL & LEARN PROGRAM**

Sunday - Sunday, July 1 - 8, 2007

### **ESTHETIC FULL-MOUTH IMPLANT RECONSTRUCTION**

Module I: Saturday, July 14, 2007

Module II: Friday, July 20, 2007

Module III: Saturday, July 21, 2007

### **TEMPOROMANDIBULAR DISORDERS, ARTHROCENTESIS AND BOTOX/TRIGGER POINT INJECTIONS**

Friday - Saturday, July 20 - 21, 2007

### **USC ESTHETIC DENTISTRY CONTINUUM 2007 (MODULE 3)**

Friday - Sunday, July 27 - 29, 2007

### **33RD ANNUAL REVIEW OF CONTINUING EDUCATION IN DENTISTRY - HAWAII**

Maui: Thursday - Sunday, August 2 - 5, 2007

Big Island: Tuesday - Friday, August 7 - 10, 2007

### **BONDED RESTORATIONS FOR THE POSTERIOR DENTITION:**

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Friday, August 3, 2007

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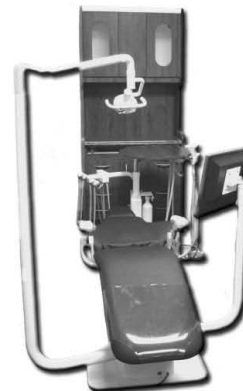
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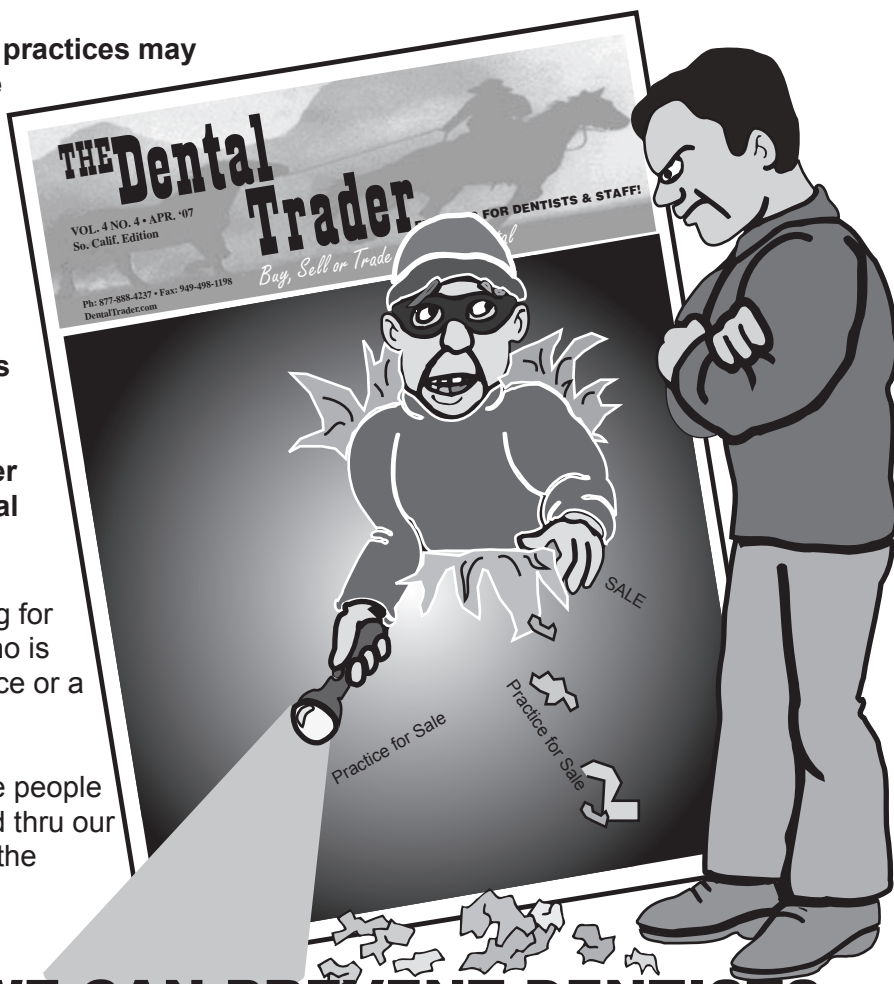
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**IN THE JUNE 2007** edition of the Dental Shopper I was publicly admonished in print by the publisher of that periodical. I do not feel it is right to air the dirty laundry surrounding the dissolution of my ad agency's services to the Dental Shopper in this publication, that is not what Dental Trader readers are looking for. I am however posting a response at [www.thedentaltrader.com/response](http://www.thedentaltrader.com/response) for those who interested.

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- 5911 - Santa Cruz Capitola - Ocean lover's paradise. \$260k invested here. Computerized ops, paperless & digital. Collected \$325k on 3 day/wl.
- 5914 - Milpitas-Computerized ops & digital. \$300k invested here.Collects \$540k.
- 5917 - San Francisco's Mission District. Great neighborhood practice. Collects \$1.4 million. 5 days of Hygiene. No Denti-cal. F.P. \$525k.
- 5918 - NorCal - Premiere Cosmetic practice. Desirable area. No A/R. Has averaged \$1.6+ million/yr. Beautiful office. F.P. \$750k.
- 5919 - Chico area - Willows. Consistent performer averages \$398k/yr. FP \$125k.
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- 1069 - Irvine G.P.Grossing \$190k-Cap cks \$2k+/month. Lowest rent in Irvine
- 1078 - Nevada-Historic city. GP wants partner. Gross \$600k. F. P. \$550,000
- 1094 - 2 Practices near Bakersfield. Gross \$750k+.Free standing bldg included in sale.
- 2038 - San Bernardino shopping center location.1,500 sq.ft.4 Ops. Collects \$300k annually. Absentee run. A Bargain
- 2053 - Fontana area. Shopping center - GP- 3 Ops, Sees a lot of new patients. Collects over \$300k annually. 1,200 sq.ft - Good lease available
- 2063 - Down town LA. Estb GP collects \$10k mo. Property also available.
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- 2079 - Downtown near Staples. Lady DDS gross \$350k working 3 1/2 days. More volume available. F.P. \$150k.
- 2099 - Huntington Park. Est. 20 yrs. 1 day only, produces \$10k/mo.
- 3005 - Temecula/Murrieta Hot Springs. HMO-Grossing \$1,400,000. w/\$13,500/mo HMO checks. Absentee owner.
- 3006 - Covina/West Covina HMO Grossing \$1,100,000 w/\$14k/mo. HMO cks. Newly renovated. FP. \$1,100,000, RE \$1,800,000. Absentee owner.
- 3007 - Lamont/Arvin- Practice with RE. Newly renovated. Beautiful bargain.
- 3012 - Apple Valley area - HMO - \$12k Cap checks per month. R.E. in newly renovated office available at \$1,385,000. Practice \$950k.
- 3020 - Anaheim - Harbor Blvd. - Hi identity. 1 year new. Great start. Great lease. 6 ops, 3 equipped. F.P. \$295k.

- 3022 - Riverside - G.P. Professional building. Gross \$394k. 4 Ops. F.P. \$350k
- 3023 - Hawthorne - HMO Practice. \$5k/month Cap. 4 Ops. Gross \$550k, net \$350k. F.P. \$385,000. Great price.
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- 3035 - San Marcos- Hi identity shopping ctr.Grossing \$300k+ Est. 8 yrs.
- 3036 - L.B./Paramount long estbd corner dental bldg. Now gross \$200k.
- 3039 - O.C. Beach location Only. 3 Ops equipped. Turn key location.
- 3040 - Apple Valley - Shopping center. Hi identity major intersection. 8 Ops. Grossing \$800k. Established 20+ yrs. F.P. \$695k.
- 3044 - So. OC GP. Est. in long time shopping ctr. Insurance only practice. 1,500 sq.ft., 6 Ops, 5 equipped.
- 3045 - Cucamonga area. G.P. C & B. Gross \$400k, \$1 Million shopping center
- 3046 - Upland/Rancho Cucamonga. Beautiful HMO office. Collects \$800k/yr
- 3047 - Korean G.P.@ 101 & Vermont. Est 30+ yrs.Senior Seller refers out a lot.
- 3048 - Santa Ana/Tustin G.P. Gross \$800k+. Indemnity plus PPO. Estb 35 yrs. 6 equipped operators.
- 3049 - S.F. Valley. Class AAA Shopping Ctr.Beautiful 7 ops.Specialty location.
- 3050 - Santa Margarita -EMERGENCY SALE - Newly est.. 3,000 sq.ft. Lots of Options.10 ops.
- 3051 - Monterey Park. HMO GP. Est. 30 yrs. 1,350 sq.ft. 5 Ops. 4 Hygiene days
- 3054 - E. Riverside-Gross \$1.4 Mil.Refers out 20/Ortho cases/mo.\$2.5k 1<sup>st</sup> yr.
- 3056 - East L.A. - Grossing \$250,000, part time. Seller not well - 4 Ops. 20% to 30% Medi-cal. Balance PPO and Cash. Full Price \$175,000.00.
- 3057 - Riverside - HMO \$8k - \$9k/month. 8 Ops. State of art. Seller invested over \$450,000 in facility. Grossing \$1,000,000. A great buy at \$950,000.
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